

Analysis of New stores entering the CSDP in 2013

Summary of Quarter 2 Tier 1 Stores

- Education via a webinar was given to all field management by June 18th, with a target deadline for completion by July 17th.
- 44 Stores were flagged as Tier 1
 - Of the 44 new stores, only 9 had flagged as Tier 1 during the Quarter 3 algorithm and during the Quarter 4 algorithm, those 9 stores were flagging as Tier 2.

Summary of Quarter 3 Tier 1 Stores

- Education via a webinar was given to all field management by August 5th, with a target deadline for completion by September 6th.
- 40 Stores were flagged as Tier 1
 - Of the 40 new stores, only 9 had flagged as Tier 1, during the Quarter 4 algorithm.

Qtr 2 Tier 1 Store #	Drug	V,S,G* Factor	# of RF*	# of CF*	Alg 3 Tier?	V,S,G	# of RF	# of CF	Alg 4 Tier?	V,S,G	# of RF	# of CF
6258	Oxy	V,S	5	0	2	YES	2	0	NF	No V	0	0
7312	Oxy	G,S	2	2	2	YES	3	2	NF	No	1	0

Qtr 3 Tier 1 Store #	Drug	V,S,G Factor*	# of RF*	# of CF*	Alg 4 Tier?	V,S,G	# of RF	# of CF
5026	Oxy	V,S	4	1	2	YES	3	0
10157	Oxy	S	4	0	NF*	YES	1	0

Quarter 3 education to the field was modified to stress what each red flag represented. In doing so, there was strong trending in the right direction, after only one algorithm later. We expect red flag reduction to be even greater in the 2014 Quarter 1 algorithm.

*V,S,G- Volume, Share, Growth. *RF- Red Flags. *CF- Critical Flags; Relative Cash, Cocktail, Only Controls. *NF- Not Flagging

PLAINTIFFS TRIAL
EXHIBIT

P-06329_00001

New stores entering the CSDP in Q2 2013 – Drug of Concern Review

Stores flagging for Hydrocodone

Store	% Change from 2012-2013	Avg Sept-Nov 2012	Avg Sept-Nov 2013
1201	-21%	7.58%	5.96%
1686	-21%	4.77%	3.77%
2597	-42%	9.78%	5.71%
3512	-3%	5.05%	4.89%
3792	-11%	5.50%	4.88%
4082	-19%	7.63%	6.19%
4606	4%	4.99%	5.17%
5013	-19%	3.52%	2.84%
5035	-40%	5.33%	3.20%
5099	-12%	4.54%	3.99%
6803	-11%	7.32%	6.48%
7949	-30%	12.90%	9.02%
8897	-4%	6.95%	6.64%

Store	% Change from 2012-2013	Avg Sept-Nov 2012	Avg Sept-Nov 2013
3241	-20%	2,198	1,757
3378	-15%	35,487	30,215
3512	-11%	27,182	24,252
3685	-12%	30,591	26,904
4082	-19%	38,098	30,945
4606	3%	22,556	23,280
5010	-47%	2,080	1,111
5013	-10%	6,366	5,752
5035	-42%	34,772	20,210
5099	-2%	27,609	27,084
5193	-4%	3,463	3,323
5329	-31%	9,942	6,907
6803	-6%	42,938	40,437
7105	-34%	4,893	3,206
7949	-36%	17,001	10,902
7979	-44%	142	79
8854	-41%	20,989	12,459
8897	6%	32,376	34,203
8903	-33%	2,491	1,680

- 30% of stores were reviewed that flagged for share in Q2 and 1 store has shown an increase in share, all others have decreased
- 43% of stores were reviewed that flagged for volume or growth in Q2 and 2 stores have shown an increase in volume or growth, all others have decreased.

Overall decreases in year over year hydrocodone share and volume metrics are significant

Stores flagging for Oxycodone

Store	% Change from 2012-2013	Avg Sept-Nov 2012	Avg Sept-Nov 2013
524	8%	4.70%	5.08%
675	-27%	5.14%	3.75%
960	-8%	5.77%	5.32%
1201	-20%	1.59%	1.26%
1411	-38%	6.59%	4.07%
2229	-31%	5.97%	4.11%
2322	-4%	4.55%	4.37%
3378	6%	3.79%	4.03%
3385	3%	4.95%	5.09%
3792	-5%	3.48%	3.30%
4198	9%	3.35%	3.64%
5193	-32%	4.94%	3.35%
5221	-72%	5.44%	1.52%
6258	-16%	3.10%	2.62%
7312	-4%	3.08%	2.97%
7949	-3%	12.79%	12.40%
8930	5%	3.73%	3.93%
9218	9%	4.26%	4.65%

Store	% Change from 2012-2013	Avg Sept-Nov 2012	Avg Sept-Nov 2013
675	-23%	37,587	28,772
960	-2%	38,100	37,222
1388	-62%	3,806	1,449
1411	-41%	46,956	27,593
1556	-14%	24,532	21,115
2229	20%	8,742	10,462
2322	2%	34,912	35,750
2791	-33%	1,364	916
3378	-7%	40,461	37,635
3385	16%	18,566	21,535
3749	-7%	23,194	21,486
3792	-8%	16,399	15,044
4198	9%	21,444	23,481
5147	-33%	2,808	1,877
5193	-24%	11,062	8,375
5198	10%	6,030	6,660
5482	6%	1,568	1,656
6258	-19%	22,092	17,998
7312	3%	8,757	9,016
7949	-14%	18,373	15,723
7965	-11%	2,040	1,821
7979	68%	403	677
9218	2%	22,662	23,039

- 45% of stores were reviewed that flagged for share in Q3 and 6 stores have shown an increase in share, all others have decreased
- 58% of stores were reviewed that flagged for volume or growth in Q3 and 9 stores have shown an increase in volume or growth, all others have decreased.

Prepared at the direction of Legal Counsel - Privileged & Confidential

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